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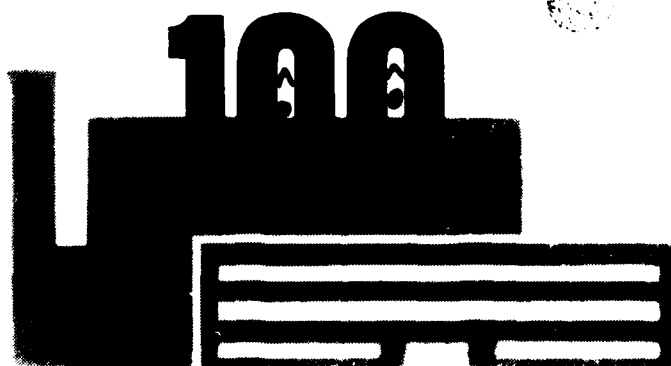
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# 100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS

Fiscal Year 1990

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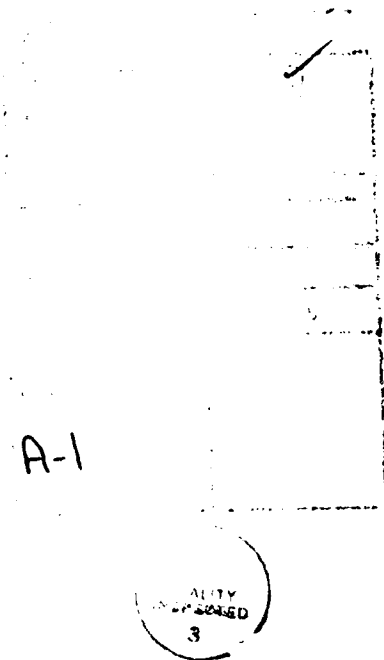


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# 100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1990

Department of Defense  
Washington Headquarters Services  
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Operations and Reports



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## **FOREWORD**

*100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards* is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during Fiscal Year 1990.

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## **INTRODUCTION**

This report presents summary data on the 100 companies and their subsidiaries receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1990. Table 1, (page 7) lists the 100 companies in alphabetical order and gives their associated rank. Table 2 (page 9) identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases the parent company receives no awards itself but appears on the list because of its subsidiaries. Table 2 also shows what percent of the total awards each company's awards represent as well as the cumulative percent represented by all companies.

## **NOTES ON COVERAGE**

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g. the value of a terminated contract or other downward adjustment to a contract is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms, or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE DUN & BRADSTREET CORPORATION'S DATA UNIVERSAL NUMBERING SYSTEM AND ITS ABILITY TO DESCRIBE RELATIONSHIPS OF COMPANIES.

## **HIGHLIGHTS**

Department of Defense prime contract awards over \$25,000 totaled \$130.8 billion during FY 1990, \$1.8 billion more than in FY 1989. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1990 received \$86.7 billion or 66.3 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1989 the top 100 companies received \$85.6 billion or 66.4 percent of all awards.

Exhibit A below shows that the first five companies received 21.6 percent of the total received by all companies in FY 1990, compared with 22.3 percent during FY 1989. The company ranked as number one during FY 1990, McDonnell Douglas Corp., also ranked as number one last year with awards of \$8.2 billion during FY 1990 as compared with \$8.6 billion last year. The smallest total amount received by a company in the FY 1990 Table 2 was \$119 million, compared to \$110 million in FY 1989.

### Exhibit A

COMPANY POSITION	Percent of Total			
	FY 1990	FY 1989	FY 1988	FY 1987
1st	6.3%	6.7%	5.8%	5.4%
2nd	4.8	5.3	4.8	4.9
3rd	4.3	4.5	4.1	4.1
4th	3.1	2.9	3.7	3.9
5th	3.1	2.9	3.0	2.9
<b>TOTAL 1-5</b>	<b>21.6</b>	<b>22.3</b>	<b>21.4</b>	<b>21.2</b>
6-10	11.5	12.2	12.6	12.7
11-25	15.9	15.1	15.7	16.6
<b>TOTAL 1-25</b>	<b>49.0</b>	<b>49.6</b>	<b>49.7</b>	<b>50.5</b>
26-50	9.8	9.4	8.5	9.3
51-75	4.6	4.7	4.7	4.6
76-100	2.9	2.7	2.9	2.5
<b>TOTAL 1-100</b>	<b>66.3%</b>	<b>66.4%</b>	<b>65.8%</b>	<b>66.9%</b>

## Changes in the Top 100 Companies, FY 1989 To FY 1990

Seventeen companies which did not appear on the list last year are among the top 100 companies this year. (See Exhibit B below.) Of these, one appears in position 47, one in position 57, and the balance between 60 and 100. The companies which appeared on the FY 1989 list which did not appear on this year's list are also shown in Exhibit B. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

### Exhibit B

Companies Listed in FY 1990 But not in FY 1989	Companies Listed in FY 1989 But not in FY 1990
<p>Amerada Hess Corp. Arco Products Co. Bollinger Machine Shop &amp; Shipyard Bolt, Beranek &amp; Newman, Inc. Crowley Maritime Corp. CRS Sirmine Metcalf &amp; Eddy JV Day &amp; Zimmerman Duchossois Enterprises, Inc. Fed Ex Pan Am Northwest et al JV <u>1/</u> General Electric Co., PLC Goodyear Tire &amp; Rubber Co., The International Marine Carriers International Shipholding Corp. Ram Systems GMBH Talley Industries, Inc. Varian Associates, Inc. World Rosen Key Amer et al JV <u>2/</u></p>	<p>Atlantic Richfield Co. Bechtel Group, Inc. Bell Boeing JV Brunswick Corp. Continental Maritime Industries Delta Dental Plan of California Draper, Charles Stark Lab., Inc. EG&amp;G, Inc. General Instrument Corp. (Del) <u>3/</u> ITT &amp; Varo JV Mason Co., The Montedison SPA Navcom Defense Electronics, Inc. Nisshin Services Co., Ltd. Smiths Industries, PLC Sundstrand Corp. Zenith Electronics Corp.</p>

1/ Federal Express, Northwest Airlines, Pan Am World Airways, Tower Air, and United Parcel Service Joint Venture.

2/ World Airways, Rosenbalm Aviation, Key Airlines, American Airlines, Evergreen International Airlines, and Emery Worldwide Joint Venture.

3/ General Instrument Corp. acquired by Forstmann Little & Co.

Two other major changes during this year were the acquisition of Plessey Co., PLC by GEC Siemens (General Electric Co., PLC and Siemens AG) and the name change of Singer Co. to Bicoastal Corp.

## Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in Exhibit C (below) to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Co. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this exhibit, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DoD contract awards.

### Exhibit C

Procurement Category	Number of Companies		
	FY 1990	FY 1989	Change
Aircraft	16	16	-
Missiles	11	18	-7
Ships	8	9	-1
Tank-Automotive	4	3	+1
Ammunition	8	5	+3
Electronics	25	24	+1
Services	17	13	+4
Construction	0	2	-2
Petroleum	8	7	+1
Weapons	1	0	+1
Subsistence	1	0	+1
All Other	1	3	-2

### Top 10 Companies

The top 10 companies during FY 1990 are listed in Exhibit D by rank, along with its FY 1989 rank and the dollar value of the awards it received in both FY 1990 and FY 1989. Exhibit E (page 5) describes the major products of these 10 companies.

### Exhibit D

RANK		COMPANY NAME	AWARDS (In Billions)	
1990	1989		1990	1989
1	1	McDonnell Douglas Corp.	\$8.2	\$8.6
2	2	General Dynamics Corp.	6.3	6.9
3	3	General Electric Co.	5.6	5.8
4	5	General Motors Corp.	4.1	3.7
5	4	Raytheon Co.	4.1	3.8
6	6	Lockheed Corp.	3.6	3.7
7	8	Martin Marietta Corp.	3.5	3.3
8	7	United Technologies Corp.	2.9	3.6
9	10	Grumman Corp.	2.7	2.4
10	21	Tenneco, Inc.	2.4	.9



## Exhibit E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-15 EAGLE, F-18 HORNET, AH-64 APACHE, C-17 cargo transport, AV-8 HARRIER, T-45 GOSHAWK, and TTTS aircraft. TOMAHAWK and HARRIER missile systems.
2. General Dynamics Corp.	F-16 FALCON fighter aircraft. Nuclear submarines. M-1 tank. TOMAHAWK, STINGER and RIM-66 missiles. MK-15 close-in weapon system. Marine charter.
3. General Electric Co.	AEGIS and TRIDENT missile systems. F-100 and F-110 engines. Nuclear reactors for submarines. Underwater sound equipment. RDT&E for missile/space systems, ships, aircraft, and electronics/ communication equipment.
4. General Motors Corp.	AMRAAM, MAVERICK, PHOENIX, TOW, and TRIDENT missile systems. Components MK-48 torpedo. Vehicular power transmission components for M-1 Tank. Construction of electronics/ communication facility.
5. Raytheon Co.	PATRIOT, AMRAAM, NATO SEA SPARROW, TRIDENT, HAWK, and AEGIS missile systems and components. Relocatable Over the Horizon Radar (ROHR). RDT&E for electronics/communication equipment and missile/space systems. Underwater sound equipment.

## Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. Lockheed Corp.	TRIDENT missile system. C-130 HERCULES, P-3 ORION, C-141 STARLIFTER, and C-5 GALAXY aircraft. RDT&E for missile/space systems, aircraft, and electronics/ communication equipment.
7. Martin Marietta Corp.	RDT&E for TITAN missile system. A-64 APACHE aircraft. MK-41 guided missile launch. Miscellaneous aircraft accessories and components. Operation of ammunition facility.
8. United Technologies Corp.	F-100, TF-30, and TF-33 aircraft engines. UH-60 BLACKHAWK, SH-60 SEAHAWK, and CH-53 SEA STALLION helicopters. RDT&E and M/R of aircraft.
9. Grumman Corp.	F-14 TOMCAT, E-2 HAWKEYE, and EA6B PROWLER aircraft. RDT&E for aircraft, missile/space systems, and electronics/communications equipment. M&R of A-6 INTRUDER aircraft.
10. Tenneco, Inc.	M/R aircraft carriers. Nuclear submarines.

**TABLE 1**  
**INDEX OF 100 PARENT COMPANIES WHICH**  
**RECEIVED THE LARGEST DOLLAR VOLUME OF**  
**PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>PARENT COMPANY</b>	<b>R A N K</b>	<b>PARENT COMPANY</b>
43	AEROSPACE CORPORATION	89	HEWLETT PACKARD COMPANY
28	ALLIED SIGNAL INC	15	HONEYWELL INC
95	AMERADA HESS CORPORATION	18	INTERNATIONAL BUS MCHS CORP
23	AMERICAN TELEPHONE & TELG CO	68	INTERNATIONAL MARINE CARRIERS
72	AMOCO CORPORATION	87	INTERNATIONAL SHIPHOLDING CORP
47	ARCO PRODUCTS COMPANY	24	ITT CORPORATION
93	ARVIN INDUSTRIES INC	48	JOHNS HOPKINS UNIVERSITY
79	ASTRONAUTICS CORP AMERICA	59	JOHNSON CONTROLS INC
34	AVONDALE INDUSTRIES INC	70	KAMAN CORPORATION
27	BATH HOLDING CORPORATION	14	LITTON INDUSTRIES INC
81	BLACK & DECKER CORPORATION	6	LOCKHEED CORPORATION
11	BOEING COMPANY THE	86	LOGICON INC
80	BOLLINGER MACHINE SHOP SHPYRD	31	LORAL CORPORATION
92	BOLT BERANEK & NEWMAN INC	20	LTV CORPORATION
74	C A E INDUSTRIES LTD	7	MARTIN MARIETTA CORPORATION
54	CFM INTERNATIONAL INC	40	MASSACHSTTS INST OF TECHNOLOGY
73	CHEVRON CORPORATION	33	MCDONNELL DGLS GEN DYNAMCS JV
65	CHRYSLER CORPORATION	1	MCDONNELL DOUGLAS CORPORATION
51	COASTAL CORPORATION	91	MIP INSTANDSETZUNGSBETRIC
53	COMPUTER SCIENCES CORPORATION	44	MITRE CORPORATION
62	CONTEL CORPORATION	61	MOBIL CORPORATION
64	CONTROL DATA CORPORATION	50	MORRISON KNUDSEN CORPORATION
94	CROWLEY MARITIME CORPORATION	45	MOTOROLA INC
84	CRS SIRRIE METCALF & EDDY JV	26	NORTHROP CORPORATION
63	CSX CORPORATION	32	OLIN CORPORATION
95	DAY & ZIMMERMANN INC	58	OSHKOSH TRUCK CORPORATION
88	DIGITAL EQUIPMENT CORPORATION	49	PENN CENTRAL CORPORATION
82	DUCHOSSOIS ENTERPRISES INC	66	PETERSON BUILDERS INC
39	DYNACORP	90	PHILIP MORRIS COMPANIES INC
41	E SYSTEMS INC	56	PHILIPS GLOEILAMPENFABRIEKEN
98	EASTMAN KODAK COMPANY	100	RAM SYS GMBH
77	EATON CORPORATION	5	RAYTHEON COMPANY
67	EMERSON ELECTRIC CO	13	ROCKWELL INTERNATIONAL CORP
42	EXXON CORPORATION	83	ROLLS ROYCE PLC
60	FIL EX PAN AM NORTHWEST ET AL	46	ROYAL DUTCH SHELL GROUP OF COS
30	FMC CORPORATION	37	SCIENCE APPLICATIONS INTL CORP
25	FORD MOTOR COMPANY	69	SEQUA CORPORATION
55	FORSTMANN LITTLE & CO	97	TALLEY INDUSTRIES INC
36	FOUNDATION HEALTH CORPORATION	35	TELEDYNE INC
21	GENCORP INC	10	TENNECO INC
2	GENERAL DYNAMICS CORPORATION	29	TEXAS INSTRUMENTS INC
57	GENERAL ELECTRIC CO P L C	19	TEXTRON INC
3	GENERAL ELECTRIC COMPANY	52	THIOLKOL CORPORATION
4	GENERAL MOTORS CORPORATION	22	TRW INC
99	GOODYEAR TIRE & RUBBER CO THE	16	UNISYS CORPORATION
9	GRUMMAN CORPORATION	8	UNITED TECHNOLOGIES CORP
17	GTE CORPORATION	78	VARIAN ASSOCIATES INC
71	HARRIS CORPORATION	12	WESTINGHOUSE ELECTRIC CORP
75	HARSCO CORPORATION	76	WESTMARK SYSTEMS INC
38	HERCULES INCORPORATED	85	WORLD ROSEN KEY AMER ETAL JV

**TABLE 2**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
	<b>TOTAL</b>	<b>130,758,093</b>	<b>100.00</b>	<b>100.00</b>
	<b>TOTAL, 100 COMPANIES/SUBSIDIARIES</b>	<b>86,670,694</b>	<b>66.28</b>	<b>66.28</b>
<b>1</b>	<b>MCDONNELL DOUGLAS CORPORATION</b>	<b>6,631,362</b>		
	MCDONNELL DOUGLAS ASTRONAUTICS	57,453		
	MCDONNELL DOUGLAS HLCPTR CO	1,433,102		
	MCDONNELL DOUGLAS INCO INC	3,153		
	MCDONNELL DOUGLAS INFO SYS CO	13,489		
	MCDONNELL DOUGLAS TRNING SYS	72,214		
	VITEK SYSTEMS INC	654		
	<b>TOTAL</b>	<b>8,211,427</b>	<b>6.27</b>	<b>6.27</b>
<b>2</b>	<b>GENERAL DYNAMICS CORPORATION</b>	<b>6,045,889</b>		
	BRAINTREE MARITIME CORPORATION	236,308		
	CESSNA AIRCRAFT COMPANY INC	23,896		
	<b>TOTAL</b>	<b>6,306,093</b>	<b>4.82</b>	<b>11.10</b>
<b>3</b>	<b>GENERAL ELECTRIC COMPANY</b>	<b>5,566,452</b>		
	CANADIAN GENERAL ELECTRIC CO	5,282		
	ELANO CORPORATION	576		
	GELCO CORPORATION	1,198		
	GENERAL ELECTRIC BASE SUPPORT	83		
	GENERAL ELECTRIC CGR	288		
	MANAGMENT TCHNCAL SVCS CMPANY	13,692		
	NATIONAL BROADCASTING CO INC	105		
	REUTER STOKES CANADA LIMITED	66		
	REUTER STOKES INC DEL	97		
	TRANSPORT INTL POOL INC	1,125		
	<b>TOTAL</b>	<b>5,588,964</b>	<b>4.27</b>	<b>15.37</b>
<b>4</b>	<b>GENERAL MOTORS CORPORATION</b>	<b>415,799</b>		
	ADAM OPEL AKTIENGESSELLSCHAFT	429		
	AMI INSTRUMENTS INC	55		
	DELCO ELECTRONICS CORPORATION	5,751		
	ELECTRONIC DATA SYSTEMS CORP	259,336		
	G M HUGHES ELECTRONICS CORP	6,244		
	HUGHES AIRCRAFT COMPANY	3,275,012		
	HUGHES DANBURY OPTICAL SYSTEMS	43,675		
	HUGHES ELECTRO OPTICAL OPNS IN	77,830		
	HUGHES TRAINING SYS INC	22,407		
	KALVAR CORPORATION	32		
	<b>TOTAL</b>	<b>4,106,570</b>	<b>3.14</b>	<b>18.51</b>

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
5	<b>RAYTHEON COMPANY</b> BEECH AEROSPACE SERVICES INC BEECH AIRCRAFT CORPORATION RAYTHEON SERVICE COMPANY RAYTHEON SUPPORT SERVICES CO RAYTHEON TECH ASST CO INC RAYTHN MDTRRN SSTMS CMPNY SPEED QUEEN COMPANY SWITCHCRAFT INC UNITED BEECHCRAFT INC UNITED ENGINEERS & CONSTRS  TOTAL	3,730,675 120,073 42,913 51,717 9,728 39- 356 86 311 36 115,099  <b>4,070,955</b>	3.11	21.63
6	<b>LOCKHEED CORPORATION</b> ANALYTYX ELECTRONIC SYSTEMS LOCKHEED AEROMOD CENTER INC LOCKHEED AEROPARTS INC LOCKHEED ENGINEERING & SCIENCE LOCKHEED MISSILE & SPACE CO LOCKHEED SANDERS INC LOCKHEED SPACE OPERATIONS CO LOCKHEED SUPPORT SYSTEMS INC LOCKHEED WESTERN EXPORT CO MURDOCK ENGINEERING COMPANY  TOTAL	1,495,836 8,197 10,115 1,183 3,700 1,741,832 192,799 24,559 73,076 825 506  <b>3,552,628</b>	2.71	24.34
7	<b>MARTIN MARIETTA CORPORATION</b> INTERNATIONAL LIGHT METALS  TOTAL	3,490,973 1,019  <b>3,491,992</b>	2.67	27.01
8	<b>UNITED TECHNOLOGIES CORP</b> ADAPTIVE OPTICS ASSOCIATES CARRIER CORPORATION HAMILTON STANDARD ELECTRONICS INTERNATIONAL FUEL CELLS CORP NORDEN SYSTEMS INC OTIS ELEVATOR COMPANY SIKORSKY INTNL PRODUCTS UNITED TECHNOLOGIES OPT SYSTEMS UNITED TECH AUTO GROUP OPRTRS USBI CO  TOTAL	2,756,718 560 2,111 825 450 78,611 41- 15,411 541 469 111  <b>2,855,766</b>	2.18	29.20
9	<b>GRUMMAN CORPORATION</b> GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP GRUMMAN TECHNICAL SERVICES INC  TOTAL	0 2,439,272 179,428 28,266  <b>2,696,966</b>	2.06	31.26

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
10	<b>TENNECO INC</b> CASE J I COMPANY NEWPORT NEWS INDUSTRIAL CORP NEWPORT NEWS SHPBLDING DRYDOCK PACKAGING CORPORATION OF AMER SPERRY MARINE INC TENNESSEE GAS PIPELINE CO  TOTAL	0 19,094 609 2,367,576 27 22,593 36 <hr/> 2,409,935	      1.84	      33.10
11	<b>BOEING COMPANY THE</b> ARGOSYSTEMS INC BOEING AEROSPACE & ELECTRONICS BOEING COMPUTER SERVICES BOEING COMPUTER SUPPORT SVCS BOEING ELECTRONICS INC BOEING LOUISIANA INC BOEING SUPPORT SERVICES U T L CORPORATION  TOTAL	1,527,075 2,032 532,388 19,387 179,018 110 5,322 125 1,163 <hr/> 2,266,620	       1.73	       34.84
12	<b>WESTINGHOUSE ELECTRIC CORP</b> PERCEPTICS CORPORATION SHAW WALKER CO T S C INC WESTINGHOUSE ENVIR GEO SER WESTINGHOUSE FURNITURE SYSTEMS WESTINGHOUSE R & D CENTER XETRON CORPORATION  TOTAL	2,222,207 295 1,140 8,789 1,275 7,697 849 1,139 <hr/> 2,243,391	       1.71	       36.55
13	<b>ROCKWELL INTERNATIONAL CORP</b> ALLEN BRADLEY COMPANY INC COLLINS INTERNATIONAL SVC CO ROCKWELL POWER SYSTEMS  TOTAL	1,737,206 157 474,548 5,388 <hr/> 2,217,299	    1.69	    38.25
14	<b>LITTON INDUSTRIES INC</b> INGALLS SHIPBUILDING INC LITTON SYSTEMS INC  TOTAL	0 911,121 665,072 <hr/> 1,576,193	   1.20	   39.45
15	<b>HONEYWELL INC</b> HONEYWELL FEDERAL SYSTEMS HONEYWELL INC GBG HONEYWELL LTD HONEYWELL TURKIARABIA LTD TETRA TECH DATA SYSTEMS INC  TOTAL	1,229,411 157,192 28 424 29 1,053 <hr/> 1,388,137	      1.06	      40.51

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
16	<b>UNISYS CORPORATION</b> TIMEPLEX INC  TOTAL	1,373,010 2,912  1,375,922	1.05	41.57
17	<b>GTE CORPORATION</b> GTE ALASKA INC GTE CALIFORNIA INC GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO GTE INTERNATIONAL INC GTE LABORATORIES INC GTE NORTHWEST INCORPORATED GTE PRODUCTS CONNECTICUT CORP GTE PRODUCTS CORP GTE SERVICE CORPORATION GTE SOUTH INCORPORATED GTE SPACENET CORPORATION GTE TELECOM INC GTE TELEPHONE OPERATIONS SW GTE VALENITE CORP  TOTAL	0 1,949 800 1,198,939 75,851 26 631 106 154 9,006 266 2,234 362 2,079 2,047 41  1,294,491	0.98	42.56
18	<b>INTERNATIONAL BUS MCHS CORP</b> IBM DE PANAMA SA  TOTAL	1,285,679 92  1,285,771	0.98	43.54
19	<b>TEXTRON INC</b> ACE INDUSTRIES INC AIRFOIL TEXTRON AVCO CORPORATION AVCO RESEARCH LABORATORY INC BABCO TEXTRON INC BELL HELICOPTER INTERNATIONAL BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC EX CELL O CORPORATION H R TEXTRON INC MCCORD WINN TEXTRON INC NORWOOD PRECISION PDTS TEXTRON  TOTAL	242,420 69 365 606,720 21,790 2,983 3,147 250,943 24,269 15,263 22,224 120 65  1,190,378	0.91	44.45
20	<b>LTV CORPORATION</b> AM GENERAL CORPORATION LTV AEROSPACE & DEF CO LTV ENERGY PROD  TOTAL	0 305,011 876,338 1,600  1,182,949	0.90	45.36

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
21	<b>GENCORP INC</b> AEROJET  TOTAL	170,021 <u>962,798</u>  1,132,819	  0.86	  46.22
22	<b>TRW INC</b> ESL INCORPORATED T R W ELECTRONIC PRODUCTS INC  TOTAL	972,881 108,529 <u>5,885</u>  1,087,295	  0.83	  47.05
23	<b>AMERICAN TELEPHONE &amp; TELG CO</b> A T & T COMMUNICATIONS INC A T & T PARADYNE CORP BELL TELEPHONE LABS INC WESTERN ELECTRIC SAUDI ARABI  TOTAL	911,743 4,155 889 76 <u>267</u>  917,130	    0.70	    47.75
24	<b>ITT CORPORATION</b> FELEC SERVICES INC ITT BASE SERVICES INC ITT DIALCOM INC ITT FEDERAL SERVICES CORP ITT GILFILLAN  TOTAL	632,669 104,891 6,317 90 118,395 <u>7,866</u>  870,228	    0.66	    48.42
25	<b>FORD MOTOR COMPANY</b> BDM INTERNATIONAL INC BDM MANAGEMENT SERVICES CO BDM SERVICES COMPANY FORD AEROSPACE CORPORATION FORD MICROELECTRONICS INC UNITED STATES INSTR RENTALS UNITED STATES LEASING INTL  TOTAL	0 144,219 7,181 4,141 612,823 97 89 <u>285</u>  768,835	    0.58	    49.01
26	<b>NORTHROP CORPORATION</b> NORTHROP WRLDWIDE AIRCRAFT SVC  TOTAL	674,111 <u>72,328</u>  746,439	  0.57	  49.58
27	<b>BATH HOLDING CORPORATION</b> BATH IRON WORKS CORPORATION  TOTAL	0 <u>733,856</u>  733,856	  0.56	  50.14



**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
28	<b>ALLIED SIGNAL INC</b> ALLIED SIGNAL AEROSPACE CO SIGNAL RESEARCH CENTER INC  TOTAL	121,099 602,573 841 <hr/> 724,513	0.55	50.69
29	<b>TEXAS INSTRUMENTS INC</b> TEXAS INSTRUMENTS ASIA LTD TEXAS INSTRUMENTS LTD  TOTAL	698,872 442 4,924 <hr/> 704,238	0.53	51.23
30	<b>FMC CORPORATION</b> LINK BELT CONSTRUCTION EQP CO  TOTAL	633,655 375 <hr/> 634,030	0.48	51.72
31	<b>LORAL CORPORATION</b>  TOTAL	618,184 <hr/> 618,184	0.47	52.19
32	<b>OLIN CORPORATION</b> PACIFIC ELECTRO DYNAMICS INC PHYSICS INTERNATIONAL COMPANY RAVENNA ARMY AMMUNITION PLANT ROCKET RESEARCH CO  TOTAL	545,615 3,038 13,761 10,290 3,016 <hr/> 575,720	0.44	52.63
33	<b>MCDONNELL DGLS GEN DYNAMCS JV</b>  TOTAL	555,000 <hr/> 555,000	0.42	53.06
34	<b>AVONDALE INDUSTRIES INC</b> AVONDALE GULFPORT MARINE  TOTAL	537,214 4,268 <hr/> 541,482	0.41	53.47
35	<b>TELEDYNE INC</b> TELEDYNE INDUSTRIES INC  TOTAL	268 514,987 <hr/> 515,255	0.39	53.86
36	<b>FOUNDATION HEALTH CORPORATION</b>  TOTAL	515,206 <hr/> 515,206	0.39	54.26

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
37	<b>SCIENCE APPLICATIONS INTL CORP</b> AMERICAN SYSTEMS ENGRG CORP FALCON ASSOCIATES SAIC ENGINEERING INC  TOTAL	468,867 23,314 4,405 <u>13,908</u>  510,494	0.39	54.65
38	<b>HERCULES INCORPORATED</b> SIMMONDS PRECISION PRODUCTS  TOTAL	465,359 <u>26,369</u>  491,728	0.37	55.02
39	<b>DYNACORP</b> DYNAIR AVIATION GROUP DYNAIR SYSTEM SERVICES DYNASPAN SERVICES COMPANY DYNACORP APPLIED TECHNOLOGY ITS INTERNATIONAL SERVICE GMBH SEA MOBILITY INC  TOTAL	415,441 549 149 17,841 17,340 3,777 <u>24,777</u>  479,874	0.36	55.39
40	<b>MASSACHSTTS INST OF TCHNOLOGY</b>  TOTAL	<u>460,100</u>  460,100	0.35	55.74
41	<b>E SYSTEMS INC</b> SERV AIR INC  TOTAL	198,322 <u>261,735</u>  460,057	0.35	56.09
42	<b>EXXON CORPORATION</b> ESSO STANDARD OIL SA LTD EXXON SHIPPING CO  TOTAL	437,045 473 <u>210</u>  437,728	0.33	56.43
43	<b>AEROSPACE CORPORATION</b>  TOTAL	<u>416,217</u>  416,217	0.31	56.75
44	<b>MITRE CORPORATION</b>  TOTAL	<u>412,354</u>  412,354	0.31	57.06

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
45	<b>MOTOROLA INC</b> CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC MOTOROLA INFORMATION SYSTEMS TEGAL CORPORATION  TOTAL	379,326 8,498 10,891 3,878 40 <hr/> 402,633	0.30	57.37
46	<b>ROYAL DUTCH SHELL GROUP OF COS</b> MORRISON MOLDED FIBERGLASS CO PILIPINAS SHELL PETROLEUM CORP SHELL INTERNATIONAL PETROLEUM SHELL MARKETS MIDDLE EAST SHELL OIL COMPANY  TOTAL	0 365 99 1,571 1,389 391,605 <hr/> 395,029	0.30	57.67
47	<b>ARCO PRODUCTS COMPANY</b> ARCO POWER TECHNOLOGY  TOTAL	389,915 592 <hr/> 390,507	0.29	57.97
48	<b>JOHNS HOPKINS UNIVERSITY</b>  TOTAL	374,819 <hr/> 374,819	0.28	58.26
49	<b>PENN CENTRAL CORPORATION</b> CAROL CABLE CO INC G & H TECHNOLOGY INC GENERAL CABLE CO MARATHON BATTERY CO MARATHON LE TOURNEAU COMPANY QUALITY SYSTEMS INC SPERRY RAIL INC VITRO CORPORATION VITRO SERVICES CORPORATION VITRO TECHNICAL SERVICES INC  TOTAL	0 176 2,035 613 3,829 108 1,747 34 293,770 61,771 9,203 <hr/> 373,286	0.28	58.54
50	<b>MORRISON KNUDSEN CORPORATION</b> MK FERGUSON COMPANY MORRISON KNUDSEN COMPANY INC MORRISON KNUDSEN ENGINEERS MORRISON KNUDSEN INTL CO MORRISON KNUDSEN SERVICES NATIONAL PROJECTS INC NATIONAL STL SHPBLDING CMPCNY WESTERN AIRCRAFT MAINTENANCE  TOTAL	0 1,331 10,855 10,542 670 4,090 338 342,989 80- <hr/> 370,735	0.28	58.83

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
51	<b>COASTAL CORPORATION</b> COASTAL EAGLE PT OIL COMPANY COASTAL FUELS MARKETING INC COASTAL OIL NEW ENGLAND INC COASTAL OIL NEW YORK INC COASTAL REFINING & MARKETING COASTAL STATES TRADING INC  TOTAL	0 114,458 9,694 1,599 426 202,712 41,743 <hr/> 370,632	0.28	59.11
52	<b>THIOKOL CORPORATION</b>  TOTAL	358,511 <hr/> 358,511	0.27	59.39
53	<b>COMPUTER SCIENCES CORPORATION</b>  TOTAL	319,028 <hr/> 319,028	0.24	59.63
54	<b>CFM INTERNATIONAL INC</b>  TOTAL	318,577 <hr/> 318,577	0.24	59.87
55	<b>FORSTMANN LITTLE &amp; CO</b> E M SYSTEMS INC FL AEROSPACE HOLDINGS CORP FL INDUSTRIES HOLDINGS INC GENERAL INSTRUMENT CORP DEL HYPERION INDUSTRIES CORP LEAR SIEGLER HOLDINGS CORP PEABODY BARNES INC PEABODY TECTANK INC PULLMAN COMPANY THE  TOTAL	0 133 12,671 1,305 120,589 982 163,080 7- 85 73- <hr/> 298,765	0.22	60.10
56	<b>PHILIPS GLOEILAMPENFABRIEKEN</b> AIRPAX CORP GENERAL ATRONICS CORP MAGNAVOX GOVT & INDSTR ELCTR MAGNAVOX OVERSEAS LTD NEW ENGLAND RESEARCH CENTER NORTH AMERICAN PHILIPS CORP PHILIPS CONSUMER ELECTRONICS PHILIPS INFORMATION SYSTEMS CO PHILIPS INTERNATIONAL BV PHILIPS MEDICAL SYS NO AMERICA  TOTAL	54 2,952 3,661 273,512 605 33 2,546 64 36 4,655 8,401 <hr/> 296,519	0.22	60.33

**FISCAL YEAR 1990**18

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
63	<b>CSX CORPORATION</b> CSX TRANSPORTATION INC SEA LAND SERVICE INC  TOTAL	0 594 <u>226,242</u>  226,836	   0.17	   61.65
64	<b>CONTROL DATA CORPORATION</b> CONTROL DATA CANADA LTD  TOTAL	208,539 <u>12,810</u>  221,349	   0.16	   61.82
65	<b>CHRYSLER CORPORATION</b> ACUSTAR INC CHRYSLER TECHNOLOGIES ARBRN SY ELECTROSPACE SYSTEMS INC PENTASTAR SUPPORT SERVICES  TOTAL	0 28,342 91,650 90,997 <u>4,433</u>  215,422	     0.16	     61.98
66	<b>PETERSON BUILDERS INC</b>  TOTAL	<u>211,294</u>  211,294	  0.16	  62.15
67	<b>EMERSON ELECTRIC CO</b> AUTOMATIC SWITCH COMPANY HAZELTINE CORPORATION KAY RAY SENSALL INC LIEBERT CORPORATION MORSE RUBBER PRODUCTS COMPANY ROSEMOUNT ANALYTICAL INC ROSEMOUNT INC ROSEMOUNT OFFICE SYSTEMS INC SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES  TOTAL	70,574 509 56,503 49 612 80 388 8,379 576 60,828 <u>2,157</u>  200,655	          0.15	          62.30
68	<b>INTERNATIONAL MARINE CARRIERS</b>  TOTAL	<u>190,924</u>  190,924	  0.14	  62.44
69	<b>SEQUA CORPORATION</b> ATLANTIC RESEARCH CORPORATION CHROMALLOY GAS TURBINE CORP JANUS SYSTEMS JET SERVICES WEST INC  TOTAL	33,098 74,168 82,361 1,058 <u>62</u>  190,747	     0.14	     62.59

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
70	<b>KAMAN CORPORATION</b> ELECTROMAGNETIC LAUNCH KAMAN AEROSPACE CORPORATION KAMAN INSTRUMENTATION CORP KAMAN SCIENCES CORPORATION KAMATICS CORPORATION LOCUS INC RAYMOND ENGINEERING INC  TOTAL	17,760 5,288 85,077 57 51,402 2,732 14,294 11,618  188,228	       0.14	       62.73
71	<b>HARRIS CORPORATION</b> HARRIS SEMICONDUCTOR LANIER WORLDWIDE INC  TOTAL	178,486 2,665 7,037  188,188	   0.14	   62.88
72	<b>AMOCO CORPORATION</b> AMOCO CHEMICAL COMPANY AMOCO OIL COMPANY  TOTAL	0 2,408 184,490  186,898	   0.14	   63.02
73	<b>CHEVRON CORPORATION</b> CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC  TOTAL	0 1,455 184,861  186,316	   0.14	   63.16
74	<b>C A E INDUSTRIES LTD</b>  TOTAL	183,530  183,530	  0.14	  63.30
75	<b>HARSCO CORPORATION</b>  TOTAL	177,999  177,999	  0.13	  63.44
76	<b>WESTMARK SYSTEMS INC</b> TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC TRACOR GIE TRACOR HYDRONAUTICS INC TRACOR INC TRACOR MARINE INC TRACOR TECHNOLOGY RESOURCES  TOTAL	0 13,498 103,205 10,022 48 1,282 47,698 1,674 211  177,638	        0.13	        63.58

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
77	<b>EATON CORPORATION</b> AMERICAN NUCLEONICS CORP EATON KENWAY INCORPORATED  TOTAL	171,165 670 <u>4,309</u>  176,144	   0.13	   63.71
78	<b>VARIAN ASSOCIATES INC</b> MACHLETT LABORATORIES INC  TOTAL	173,273 <u>29</u>  173,302	   0.13	   63.84
79	<b>ASTRONAUTICS CORP AMERICA</b> KEARFOTT GUIDANCE NAVIG CORP  TOTAL	24,394 <u>148,431</u>  172,825	   0.13	   63.98
80	<b>BOLLINGER MACHINE SHOP SHPYRD</b>  TOTAL	<u>166,791</u>  166,791	  0.12	  64.10
81	<b>BLACK &amp; DECKER CORPORATION</b> ADVANCED TECHNOLOGY INC PLANNING RESEARCH CORPORATION  TOTAL	1,570 78,390 <u>85,561</u>  165,521	   0.12	   64.23
82	<b>DUCHOSSOIS ENTERPRISES INC</b> ARES INC CHAMBERLAIN MANUFACTURING CORP  TOTAL	 0 59 <u>161,143</u>  161,202	   0.12	   64.35
83	<b>ROLLS ROYCE PLC</b> ROLLS ROYCE INC  TOTAL	787 <u>160,224</u>  161,011	   0.12	   64.48
84	<b>CRS SIRRINE METCALF &amp; EDDY JV</b>  TOTAL	<u>160,275</u>  160,275	  0.12	  64.60
85	<b>WORLD ROSEN KEY AMER ETAL JV</b>  TOTAL	<u>160,263</u>  160,263	  0.12	  64.72



**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
86	<b>LOGICON INC</b> EAGLE TECHNOLOGY INC R & D ASSOCIATES  TOTAL	79,619 24,206 <u>53,499</u>  157,324	    0.12	    64.84
87	<b>INTERNATIONAL SHIPHOLDING CORP</b> CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATION  TOTAL	0 16,313 <u>140,808</u>  157,121	    0.12	    64.96
89	<b>DIGITAL EQUIPMENT CORPORATION</b> DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL  TOTAL	146,453 3,134 <u>53</u>  149,640	    0.11	    65.08
89	<b>HEWLETT PACKARD COMPANY</b> APOLLO COMPUTER INC HEWLETT PACKARD GMBH VERTRIEBS  TOTAL	147,177 544 <u>1,317</u>  149,038	    0.11	    65.19
90	<b>PHILIP MORRIS COMPANIES INC</b> ALL AMERICAN GOURMET CO THE KRAFT GENERAL FOODS INC MAYER OSCAR FOODS CORPORATION PHILIP MORRIS INCORPORATED  TOTAL	51,993 1,854 64,466 14,875 <u>7,695</u>  140,883	      0.10	      65.30
91	<b>MIP INSTANDSETZUNGSBETRIC</b>  TOTAL	<u>138,857</u>  138,857	  0.10	  65.40
92	<b>BOLT BERANEK &amp; NEWMAN INC</b> BBN SYSTEMS & TECHNOLOGIES  TOTAL	136,760 <u>1,934</u>  138,694	   0.10	   65.51
93	<b>ARVIN INDUSTRIES INC</b> CALSPAN CORPORATION SCHRADER AUTOMOTIVE INC SYSTEMS RESEARCH LABORATORIES  TOTAL	0 90,442 122 <u>43,642</u>  134,196	    0.10	    65.61

**TABLE 2 (CONCLUDED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
94	<b>CROWLEY MARITIME CORPORATION</b> AMERICAN TRANSPORT LINES LTD PUGET SOUND TUG BARGE COMPANY TRAILER MARINE TRANSPORT CORP  TOTAL	42,512 67,944 13,402 <u>10,000</u>  133,858	0.10	65.72
95	<b>DAY &amp; ZIMMERMANN INC</b> OPERATING PLANT SERVICES SYSTEMS ENGINEERING ASSOCIATES  TOTAL	98,905 31 <u>30,534</u>  129,470	0.09	65.81
96	<b>AMERADA HESS CORPORATION</b> HESS OIL VIRGIN ISLANDS CORP  TOTAL	34,557 <u>90,151</u>  124,708	0.09	65.91
97	<b>TALLEY INDUSTRIES INC</b> ELECTRODYNAMICS INC MCMULLEN JOHN J ASSOCIATES INC MINELCO INC ROWE INDUSTRIES INC TALLEY DEFENSE SYSTEMS INC UNIVERSAL PROPULSION COMPANY WATERBURY COMPANIES INC WATERS MANUFACTURING INC  TOTAL	1,295 1,613 28,097 66 95 69,610 21,818 26 54  122,674	0.09	66.00
98	<b>EASTMAN KODAK COMPANY</b> DATATAPE INCORPORATED HOLSTON DEFENSE CORPORATION STERLING DRUG INC STERLING PRODUCTS INTL  TOTAL	40,753 3,665 74,061 50 <u>1,390</u>  119,919	0.09	66.10
99	<b>GOODYEAR TIRE &amp; RUBBER CO THE</b> AIR TREADS INC  TOTAL	116,007 <u>3,701</u>  119,708	0.09	66.19
100	<b>RAM SYS GMBH</b>  TOTAL	<u>119,328</u>  119,328	0.09	66.28